

Message Text

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PAGE 01 BOGOTA 03343 102218Z
ACTION ARA-14

INFO OCT-01 EB-08 ISO-00 /023 W
-----075045 110356Z /14
R 102026Z APR 78
FM AMEMBASSY BOGOTA
TO USDOC WASHDC
INFO SECSTATE WASHDC 7387

UNCLAS BOGOTA 3343

E.O. 11652: N/A
TAGS: BEXP, CO
SUBJ: MAJOR PROJECTS: BOGOTA ELECTRIC COMPANY ASKS FOR BIDS
FROM U.S. CONSTRUCTION FIRMS

REF: BOGOTA 3241

1. DURING MEETING BETWEEN COMMATT AND GENERAL MANAGER AND TECHNICAL DIRECTOR OF BOGOTA ELECTRIC COMPANY (EEEB), EEEB OFFICIALS SUGGESTED THAT U.S. CONSTRUCTION COMPANIES SHOULD BID ON SEVERAL MAJOR CIVIL WORKS PROJECTS IN CONJUNCTION WITH CONSTRUCTION OF HYDRO-ELECTRIC PROJECTS. OFFICIALS STATED THAT THEY WERE SURPRISED THAT U.S. COMPANIES HAD NOT BID FOR CIVIL WORKS PORTIONS OF COMPANY'S HYDROELECTRIC PROJECTS. OTHER FOREIGN COUNTRIES, AMONG THEM MEXICO AND ITALY, HAVE WON LARGE PROJECTS. ACCORDING TO EEEB OFFICIALS, COLOMBIAN CONSTRUCTION FIRMS DO NOT HAVE CAPABILITY TO DO PROJECTS LARGER THAN \$12-15 MILLION.

2. DURING NEXT COUPLE OF YEARS THERE WILL BE BIDS FOR SEVERAL CIVIL WORKS ON TWO EEEB VERY LARGE HYDROELECTRIC PROJECTS. EEB WILL AWARD MORE THAN 120 MILLION DOLLARS WORTH OF CONTRACTS FOR TUNNELS POWER HOUSES, SPILLWAYS, DAM, AND PIPING FOR RIO GUAIVIO PROJECT (SEE REFTEL). ONLY PARTS OF CIVIL WORKS PROJECTS WHERE LARGE FOREIGN COMPANIES ARE PROBABLY NON-COMPETITIVE ARE ACCESS ROADS. IN ADDITION,
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SEVERAL CIVIL WORKS JOBS ON THE EL PARAISO-LA GUACA HYDROELECTRIC PROJECT NEAR BOGOTA WILL BE CONTRACTED.

3. ACCORDING EEEB OFFICIALS, NO PREFERENCES GIVEN BY THEIR FIRM TO LOCAL CONSTRUCTION COMPANIES. IN ANY CASE, ON THE LARGEST PROJECTS PREFERENCES WOULD NOT BE A FACTOR BECAUSE LOCAL FIRMS TOO SMALL. FOREIGN FIRMS DO NOT HAVE TO ASSOCIATE

WITH LOCAL FIRMS; HOWEVER, THEY MUST PRESENT THEIR BIDS THROUGH LOCAL REPRESENTATIVE OFFICES AND, OF COURSE, MUST BE PREREGISTERED WITH EEEB. PREREGISTRATION PROCESS QUICK AND CHEAP AND U.S. FIRMS CAN START BY PROVIDING GENERAL BACKGROUND INFORMATION. WHILE ASSOCIATION NOT MANDATORY, IT MIGHT BE LOGICAL IN MANY CASES FROM COST OR CONSTRUCTION EFFICIENCY STANDPOINT.

4. EEEB OFFICIALS APPARENTLY EXTREMELY INTERESTED IN CONTRACTING WITH U.S. CONSTRUCTION FIRMS. INTERESTED FIRMS SHOULD CONTACT DR. ROBERTO VALENZUELA, TECHNICAL DIRECTOR OF EEEB. ASENSIO

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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 10 apr 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BOGOTA03343
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780155-0110
Format: TEL
From: BOGOTA
Handling Restrictions:
Image Path:
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Legacy Key: link1978/newtext/t19780476/aaaacmiv.tel
Line Count: 74
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 789daab3-c288-dd11-92da-001cc4696bcc
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: ONLY
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: ONLY
Reference: 78 BOGOTA 3241
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3025162
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECTS: BOGOTA ELECTRIC COMPANY ASKS FOR BIDS FROM U.S. CONSTRUCTION FIRMS
TAGS: BEXP, CO
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/789daab3-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014